

## St Edmund Campion Catholic School 5 Year Curriculum Summary: Business & Enterprise

KS4: BTEC Tech Award in Enterprise	Semester 1: September till December	Semester 2: January till April (Up until the Easter holiday)	Semester 3: April till May	Semester 4: May till July
<b>10</b>	<i>Component Three: Learning Aim A &amp; B</i>	<i>Component Three: Learning Aim B &amp; C</i>	<i>Component Three: Revision</i>	<i>Component Two: Learning Aim A</i>
<b>Core Knowledge:</b>	Elements of the promotional mix and their purposes, Targeting and segmenting the market, factors influencing the choice of promotional methods, financial documents, payment methods, sources of revenue and cost.	Terminology in financial statements, financial statements, profitability & liquidity, cash flow data, financial forecasting, improvements to cash flow problems, break even analysis & point and sources of business finance.	Revisit all learning aims through retrieval practice & time exam questions.	Ideas for a micro enterprise activity, plan for a micro enterprise activity and pitching a micro enterprise activity.
<b>Core skills:</b>	AO1: Demonstrate knowledge and understanding of elements of promotion and financial records  AO2: Interpret and use promotional and financial information in relation to a given enterprise.	AO3: Make connections between different factors influencing a given enterprise.  AO4: Be able to advise and provide recommendations to a given enterprise on ways to improve its performance.	Revisit all assessment objectives through retrieval practice and time exam questions.	Planning, organising, develop an understanding of innovation, apply knowledge of new markets to chosen product, costing, resourcing, calculating, skills audit, creating promotional materials
<b>Test/Mock Exam:</b>	Learning Aim A Test  Learning Aim B (First half) Test  Mock exam: Learning Aim A & First half of B Test.	Learning Aim B (Second half) Test  Learning Aim C Test  Mock exam: Learning Aim A & First half of B Test.	Mock exam of all Learning Aims.	Start Assignment One: Explore ideas and plan for a micro-enterprise activity
<b>Resources:</b>	Past Papers, In class notes  BTEC Tech Award in Enterprise Textbook & Revision Guide.	Past Papers, In class notes  BTEC Tech Award in Enterprise Textbook & Revision Guide	Past Papers, In class notes  BTEC Tech Award in Enterprise Textbook & Revision Guide	Assignment Briefs, In class notes and BTEC Tech Award in Enterprise Textbook
<b>Examinations:</b>			<b>Component Three Public Examination: Mid May 2021</b>	

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<b>11</b>	<i>Component Two: Learning Aim A&amp;B</i>	<i>Component Two: Learning Aim B&amp;C</i>	<i>Component Two: Corrections</i>
<b>Core Knowledge:</b>	Ideas for a micro enterprise activity, plan for a micro enterprise activity and pitching a micro enterprise activity.	Presenting a micro enterprise activity and using feedback to review and identify possible changes to the presented pitch.	Correcting changes from Pass, Merit and Distinction tasks from each learning aim.
<b>Core skills:</b>	Planning, organising, develop an understanding of innovation, apply knowledge of new markets to chosen product, costing, resourcing, calculating, skills audit, creating promotional materials.	<p style="text-align: center;">Planning, organising</p> <p>Presenting skills: professional behaviour and conduct of presenter, positive attitude, well-rehearsed and prepared, considerate of the needs and interests of the audience, use of visual aids.</p> <p>Communication skills: Body language, gestures and eye contact, language and tone, pace, volume and projection, use of business terminology, listening, handling questions and formulating appropriate responses.</p>	Enhancing skills learnt in all three learning aims. Through the form of controlled assessment.
<b>Assignment:</b>	Assignment 1: Explore ideas and plan for a micro-enterprise activity	Assignment 2: Pitch a Micro activity & Review own pitch of a micro enterprise activity.	Assignment 1 & 2 Corrections
<b>Resources:</b>	Assignment Brief, In class notes BTEC Tech Award in Enterprise Textbook	Assignment Brief, In class notes BTEC Tech Award in Enterprise Textbook	Assignment Brief. In class notes BTEC Tech Award in Enterprise Textbook
<b>Controlled Assessment Submission Deadline:</b>	<b>December 2020 (Prior to Christmas Holiday)</b>	<b>March 2021</b>	<b>May 2021 (Prior to Moderation)</b>

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KS4: GCSE Business 9 -1 (Edexcel)  11	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1
	Theme 2 (Review Theme 1 in starter activity)	Theme 2 (Review Theme 1 in starter activity)	Theme 2 Structure Strips/Exam Questions	Theme 1 Structure Strips/Exam Questions	Theme 1 & Theme 2 Retrieval Practice
<b>Core Knowledge:</b>	Operational: Design, supply and quality.	HRM: Recruitment, training, structure and motivation	2.1, 2.2, 2.3, 2.4 and 2.5	1.1, 1.2, 1.3, 1.4 and 1.5	1.1, 1.2, 1.3, 1.4, 1.5, 2.1, 2.2, 2.3, 2.4 and 2.5
<b>Core skills:</b>	Students develop a knowledge and understanding of Theme 2 topics to apply a range of quantitative skills relevant to business contexts. This includes calculations and the interpretation, use and limitation of quantitative and qualitative data in business contexts.	Students develop a knowledge and understanding of Theme 2 topics to apply a range of quantitative skills relevant to business contexts. This includes calculations and the interpretation, use and limitation of quantitative and qualitative data in business contexts.	Students develop a knowledge and understanding of Theme 2 topics to apply a range of quantitative skills relevant to business contexts. This includes calculations and the interpretation, use and limitation of quantitative and qualitative data in business contexts.	Students develop a knowledge and understanding of Theme 2 topics to apply a range of quantitative skills relevant to business contexts. This includes calculations and the interpretation, use and limitation of quantitative and qualitative data in business contexts.	Students draw on their theme 1 and theme 2 knowledge and understanding of topics to apply to retrieval practice strategies. This will be used to recap knowledge prior to the exam.
<b>Title of Assessment piece (mini test)</b>	End of topic test: 2.3  Theme 2 exam questions	End of topic test: 2.5  Theme 2 exam questions	Structure Strips in exam conditions (1 per week with teacher feedback provided)	Structure Strips in exam conditions (1 per week with teacher feedback provided)	Evidence of completed retrieval practice strategies.
<b>Resources:</b>	GCSE 9-1 Textbook, Revision Guide and In class notes.	GCSE 9-1 Textbook, Revision Guide and In class notes.	GCSE 9-1 Textbook, Revision Guide and In class notes.	GCSE 9-1 Textbook, Revision Guide and In class notes.	GCSE 9-1 Textbook, Revision Guide and In class notes.
<b>Examinations:</b>		<b>Mock exam: Theme 1 &amp; 2 December 2020</b>		<b>Mock Exam: Theme 1 &amp; 2 March 2021</b>	<b>GCSE public examinations: June 2021</b>

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